

Connecticut Industry



July
1929

In This Issue

Is Connecticut Building for
Future Air Leadership?

By Col. Rex B. De Lacour



Reminiscences of Aviation
in Connecticut

By Hiram Percy Maxim



A Water Cure for Sand
Cores

By E. B. Blanchard

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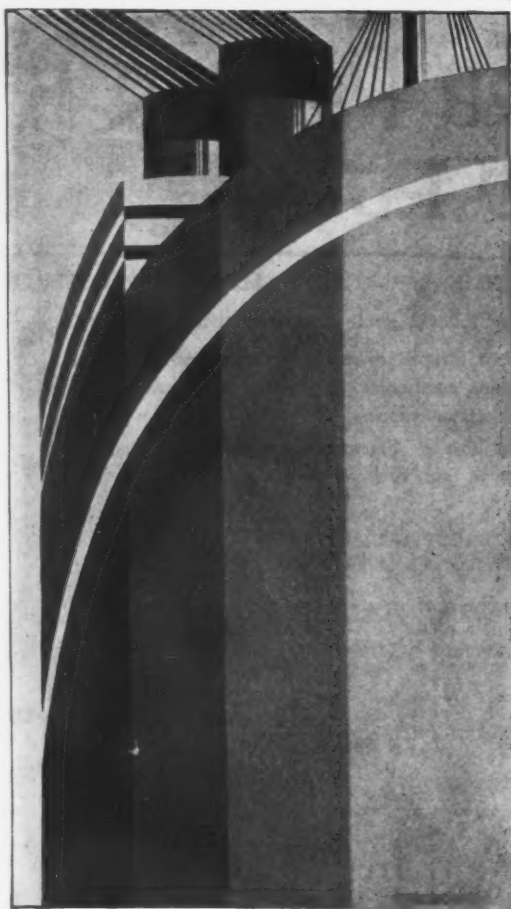


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Contents

<i>Feature Articles</i>				Page
IS CONNECTICUT BUILDING FOR FUTURE AIR LEADERSHIP?	5	A WATER CURE FOR SAND CORES	By E. B. Blanchard	27
By Colonel R. B. DeLacour		<i>Departments</i>		
TAKING THE GUESSWORK OUT OF HIRING OFFICE HELP	8	PRESIDENT'S PAGE		4
By Holloway Kilborn		INDUSTRIAL BRIEFS		20
IMPRESSIONS OF SOVIET RUSSIA	15	TRANSPORTATION		24
Reported by a Leeds Delegate		FOREIGN TRADE TIPS		29
<i>Short Articles</i>		STATIC		32
PORCELAIN ENAMELING IN CONNECTICUT	11	TAXATION DEPARTMENT		33
IS PULP MANUFACTURING PRACTICABLE IN CONNECTICUT?	13	FEDERAL AND STATE LEGISLATION		34
By Austin F. Hawes		SALES EXCHANGE AND EMPLOYMENT		36
AVIATION REMINISCENCES IN CONNECTICUT	18	<i>In the Next Issue</i>		
By Hiram Percy Maxim		NEW TRENDS IN THE RUG AND CARPET BUSINESS		
		IMPORTANCE OF PARKS TO THE INDUSTRIAL DEVELOPMENT OF CONNECTICUT		

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THE GARNISHMENT OF WAGES

Connecticut law makes salutary provision for the collection of just debts. No one, least of all the manufacturer who must sometimes invoke legal compulsion against those who would repudiate their freely made bargains, would advocate the impairment of legal machinery calculated in the long run to promote heedful providence and honest dealing. The ends of justice must be served and in a world not yet wholly won to Utopian standards, legal force must be the hand-maid of ideal justice.

In some fields, however, the process takes on a seemingly unjustified harshness. In this state, for instance, the creditor has recourse to wages and salaries, which, except for a small exemption, he may tie up by attachment even before a judgment of debt. For the embarrassment that may be occasioned him through loss of prestige in his employer's eyes, through physical want, or in other ways, the defendant has little recourse, except for malicious prosecution.

The reckless spendthrift who gets out beyond his depth, or the dishonest purchaser who intends to defraud, are not deserving of consideration; and the law should not afford them a legal loophole. But it would seem that a statutory provision so easily convertible to abuses, and so pregnant with avoidable irksomeness, even to parties who have no interest at stake, might well be hedged around with greater restrictions to insure its functioning with less likelihood of annoyance.

The reputable merchant, while rightfully anxious to secure what is his, has no desire to bear down sharply or to discommode the wage-earner. The honest workman is usually motivated by a genuine desire to meet his obligations. The employer hopes that his employes will conduct their personal business on the same high plane on which he conducts his corporate affairs. The interests of the three are not necessarily conflicting in such matters, and public opinion should be able to devise a less awkward method of accomplishing these ends.

The law governing the assignment of wages was changed by the 1929 legislature in the hope of correcting certain abuses that had grown up around it. An analogous proposal with respect to the law governing wage garnishments died aborning, when it was withdrawn in the face of anticipated protests. The policy of allowing attachments on wages before a judgment of debt has been entered is not universally recognized in the United States. Perhaps Connecticut is not yet ready to abandon a procedure so interwoven with her present jurisprudence. But surely brains are abundant enough in this commonwealth to bring forth a solution of a problem that is causing no little concern to employers and employes alike.

Edmund Howard

Is Connecticut Building For Future Air Leadership?

By COLONEL R. B. DE LACOUR

Member Advisory Board Aviation Commission

IT may seem a far-flung cry from the early development of our railways to the present status of aerial transportation, but many of the conditions are analogous. In the yesterdays of railroading, the largest monitor of the rails scarcely compared favorably with our modern switch engine; passenger cars afforded less luxury and comfort than the present day caboose; road-beds and bridges permitted of a maximum speed of 25 to 30 miles an hour. Prayers were offered for those who dared follow the wheezing engine over its bumpy course, through narrow tunnels, deep cuts and frail wooden trestles which were frequently destroyed by storms and highwaymen.

In twenty-five years of railroading there were only 9,000 miles of railroads in operation. The Silver Anniversary of Wright's historical flight finds over 15,000 miles of airways in the United States with over 9,500,000 miles being flown annually over these routes. Man's earthbound travel status has been surpassed by the air pioneer, in the first 25 years of development. What may we expect in future developments of air travel?

Just as better road-beds, signal communication, faster and more powerful engines and more palatial passenger accommodations figured largely in the comfort, safety and low-cost operation of the rails, the establishment of more and adequate airports, better communication systems, and the development of lighter and speedier engines is hastening the day of standardized travel by air. Although the pres-



Col. De Lacour was a member of the 1929 Legislature. He has been most aggressive in his efforts to secure legislation favorable to the aviation industry.

ent cost of air transportation is twice that of the best rail accommodations, technical air experts are certain that costs will be lowered to more popular levels, as faster planes are introduced and patronage is increased. Popularized air service will come, mainly, through selling people individually on the safety and economy features of aerial transportation.

But what part is Connecticut playing in this

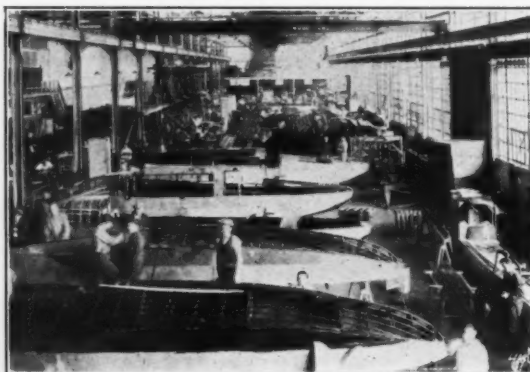
drama of the air? Is she building for leadership among the several states striving for that position, or will she be numbered among the "might have beens," as in the development of the automobile industry?

Connecticut had her air-minded citizens even in the early days of the glider. Hiram Percy Maxim was the dean of this group of enthusiasts who believed that man would eventually float on air waves. Next came the group of daring young flyers who were rushed through short training periods at various flying fields and sent to the battle fields of France. Those who survived numerous thrilling experiences in piloting the "flying coffins" over the German

lines returned to Connecticut where after ten years of untiring effort and hardship, many have found worthy positions in the field of civil aviation. Senator Bingham and Governor Trumbull have also made worthy contributions toward the advancement of aviation.

The earliest application of the airplane to civil transportation was in 1918 with the establishment of the United States Air Mail Service. This served as a gigantic laboratory for the development of aircraft and engine design. It also stimulated public confidence in the airplane as a dependable transport unit. Connecticut, however, did not share in this educational campaign until July 1, 1926, when the Boston, Hartford and New York air mail line was inaugurated by the Colonial Air Transport Company of Boston and New York.

Early in 1926 the Pratt and Whitney Air-



Interior view of Sikorsky Shop at Long Island City, N. Y.

been rapid, and with the completion of their new factory in East Hartford, Connecticut,



Brainard Field at Hartford, Conn., which is now being seriously considered as an airport of entry into the United States

craft Company was organized to build air cooled airplane engines. Their progress has



Sikorsky Amphibian Model built for the U. S. Navy

will occupy a foremost position among airplane engine manufacturers in the world today. Already their production in two and one-half years has been in excess of \$15,000,000. The world-wide fame attained by Pratt & Whitney "Wasp" and "Hornet" motors has so intensified a state-wide interest in aeronautics that many aviation companies have been organized and others induced to locate in Connecticut.

Among the more prominent companies recently starting to produce planes in Connecticut is the Sikorsky Airplane Corporation, formerly of College Point, Long Island, and now located adjacent to the Bridgeport airport at Lordship. According to early estimates this company will produce 100 amphibian planes, valued at \$1,000,000 during 1929.

The Whittlesey Mfg. Co. of Bridgeport, manufacturers of the sport Avro-Avian plane,

estimated their 1929 production at some 300 to 500 planes or a retail sales value of from \$1,500,000 to \$2,500,000. Other companies which have been organized but are not yet on a production basis are:—The Commercial

New Haven and Bethany are now taking advantage of the recent legislation passed by the 1929 assembly which permits them to condemn land for airports. A continuance of airport development is most necessary if Connecticut is to further attract new industries and promote those which she already has to the fullest extent.

Numerous flying clubs are being formed by the Curtiss Flying Service of Bridgeport and Hartford, the L. & H. Aircraft Corporation of Hartford, and the Colonial Flying Service with offices in the principal cities of New England. These clubs usually buy their own plane and with the aid of a competent instructor devote their energies almost exclusively to mastering the art of flying.

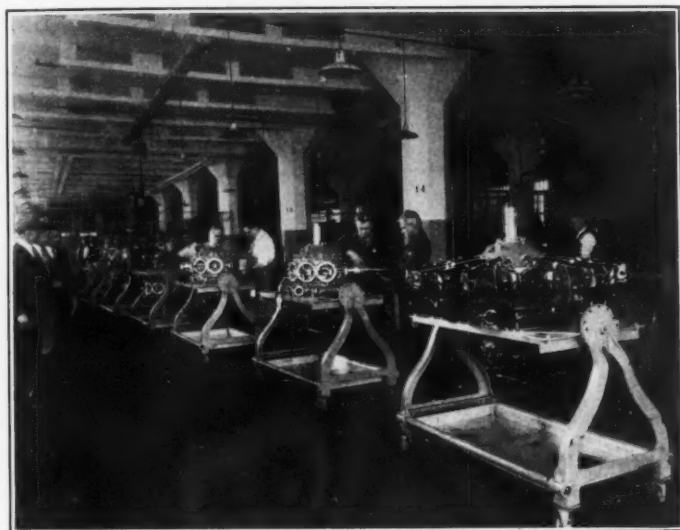
Aero, Engineering and Exchange clubs have co-operated with the Department of Commerce in their request for large signs to mark towns and approaches to airports. Although there is much more to be desired in this direction there is now a generous sprinkling of this type of sign on many large

buildings throughout the state.

Perhaps the most discouraging aspect of the entire aviation development in Connecticut is the apparent passive attitude of many chambers of commerce toward airplane industries who are looking for permanent locations. True, the Bridgeport Chamber of Commerce has done an admirable piece of work with their limited budget and staff. They have maintained an office and staff member in New York where many of the new aviation enterprises are being launched. But what of the chambers in other Connecticut cities? Certainly, they are glad to have a well financed company located in their city, but are they offering any inducements or bringing forth any concrete evidence of advantages to be gained by companies located in their respective territories?

There is no way of knowing how many aviation executives have cast their eyes with favor upon the skilled labor market of Connecticut, its nearness to the fertile export field of South and Latin America, and because of an unfavorable comparison of Connecticut's passivity with the advertised co-operation and ad-

(Continued on page 28)



A corner of the assembly room at Pratt & Whitney Aircraft Company, Hartford

Aircraft Corporation and the Huntington Aircraft Corporation of Bridgeport; the Viking Sea Boat Corporation of New Haven; and the Multiple Aircraft Corporation of Waterbury. Including manufacturers of parts, accessories, planes and engines there are now over one hundred companies contributing their bit toward making Connecticut a leading aeronautical manufacturing state. Based on value of output, and present production progress for 1929, Connecticut should pass the \$15,000,000 mark, or 1/5 of the 1928 total value for the entire United States.

The construction of adequate airports is just as obviously necessary to the development of aerial transportation as the building of suitable freight and passenger terminals is to the railroads. Although Connecticut has been outdone in this respect by many Middle-western, Southern and Pacific coast states, her leaders have quite recently become aware of the situation, and now have nine approved airports. These fields are located at Hartford, Wallingford, Bridgeport, Bethany, New London, Niantic, Meriden, Danbury and Madison. Several others are being contemplated.

Town authorities in Bridgeport, Meriden,

Taking the Guesswork Out of Hiring Office Help

By HOLLOWAY KILBORN,

Kilborn & Bishop Co.

THERE are articles without number on the value of psychological and mental tests in hiring labor, but almost without exception they stop before they answer the vital questions of, first, exactly what test shall I apply, and second, how shall I interpret the results?

I seem to have solved the problem so successfully as far as office help is concerned that I feel

that the exact answers to these two questions should be of some value to those employers who do not have available the services of a trained personnel or employment manager.

I became convinced several years ago that my personal opinion (as an indication of an applicant's ability to perform the type of office work which I required) resulting from a few minutes' interview was not as reliable as I could wish — this through sad experience. Publicity given to psychology at last bore fruit and my subconscious mind sent forth the words "mental test" and I seized upon the idea as a golden hope. But what test? I could find no article which gave one, but surely there must be some in existence, and after making a thorough search of the Public Library I did find a book which outlined the idea in language which I could understand, and lo! a mental test is hardly more than or different from the examinations we all took in our happy school days. I made up such a test and tried it and it worked, and I have tried it several times and it always worked, and several of my friends have tried it and it worked for them, and now I have no worries when I have to hire either a stenographer or an office clerk of any kind.

Here is exactly how I do it, which is the

The Kilborn & Bishop Co., of New Haven, Connecticut, are not guessers either in the hiring of office help or in the making of the finest forgings. The excellence of their drop forgings and forged hardware is not stinted by price consideration. "Green Line" mechanics tools is their specialty.

full and complete answer to the first question.

Assume that I have advertised for a stenographer. I take the applicants individually, take down their name, address, 'phone number, age, education, references, etc. I make notes of the answers and at this time judge the general characteristics, as to whether the applicant is cheerful or sullen, bright or heavy-eyed, good natured or cranky, even tempered or snappy. A definite adverse decision on any of these questions might eliminate the applicant at the start.

I then have a sheet prepared with the following on it:

Section 1:

In the following sentences fill in the blank spaces with words making a sensible meaning:

1. The kind lady — the poor man a dollar.
2. The poor baby — as if it were sick.
3. The little — has — nothing to — and is hungry.
4. Men — more — to do heavy work — women.
5. The knowledge of — to use fire is — of — important things known by — but unknown — animals.

This section is intended first to represent sections of stenographic notes in which for any one of a number of reasons there may be a word which the stenographer cannot determine when she starts to transcribe, and the filling in of these blanks tests not only the applicant's ability to perform that very necessary part of her work, but it also shows up to a very startling degree the applicant's general intelligence. It would be a very undeveloped brain indeed

which could not supply the word GAVE in the first sentence, but the ability to supply the missing words in sentence No. 5 indicates not only an active brain but also the familiarity with the fact that the knowledge of how to use fire is one of the important things known to man but unknown to animals, which in turn indicates considerably broader general knowledge than the supplying of the word GAVE in the first sentence.

All of these sentences can be filled in more than one way, and I count as correct any way which makes reasonable sense. My experience has been that only about one in ten of the applicants for stenographic positions is able to fill in sentence No. 5.

On this test the correct completion of the first three sentences should be the minimum requirement, as one who is not able to do that much would not be a success as a stenographer. Sentences 4 and 5, in their order, show up better than average and very much better than average general intelligence, and, with the proviso that those who are not able to complete the first three sentences are eliminated entirely, this section is rated as is explained later.

I then have another sheet with the following on it:

Section 2:

Find the answers to the following problems:

1. Add 7586 and 1904.
2. Subtract 6942 from 8627.
3. Multiply 266 by 937.
4. Multiply 50.81 by 4.18.
5. Divide 252 by 21.
6. Divide 426.81 by 12.3.
7. If the list price of a wrench is \$8.00 per dozen, what will two dozen cost at a discount of 50%?

8. If an additional 5% is given when the quantity is one gross or more, what will 150 wrenches cost?

9. A certain workman when paid by the hour receives 45¢ per hour, and when paid by the piece receives 27¢ per 100 pieces. During a day of 9 hours he works by the hour for 2½ hours doing 307 pieces and by the piece for the rest of the day doing 1293 pieces. How much does he earn that day? What are his average earnings per hour?

This section would not be given to an applicant for a stenographer's position but would be used for hiring an applicant for work on payroll or costs or other work involving mathematics. The particular problems in 7, 8, and 9 should all be selected as applying to the

employer's particular business. If any mathematics at all are involved in the job, the first six problems should be the minimum. There is a "catch" in problem 9, as the 307 pieces does not affect the answer, but this is a simple "catch" and one who could not readily appreciate this and discard that figure would not be a suitable person to entrust with payroll calculations.

Section 3 is a spelling test, and I ask them to spell the following words, making a note of the results:

distribution	discrepancy
possession	coordinate
conceive	issuing
definite	miscellaneous
schedule	alteration

These are not "catch words," neither are they the most difficult words occurring in many lines of business. They are words which are often misspelled and words which are in common general use, and, as a stenographer *must* be able to spell, it shows her general ability along that line. The minimum requirement is seven spelled correctly.

I then have prepared the following:

Section 4:

Smith Mfg. Co.

196 Chapel St.

New Haven, Conn. Attention Mr. John Smith, Sec.

Gentlemen:

While neither you or me can positively say on what date the shipment left, nevertheless of the two of us I feel that I take care of shipments the best. I believe that I make shipments like I was an old hand at it while between you and I your shipping clerk don't pay enough attention to the addresses. Not long ago he tried to learn me how to mark shipping cases and I just had to lay down on the floor and laugh.

Hoping you will see your way to speedily correct your error, we are

Very truly yours,

JOHN H. JONES

I lay this atrocious bit of English before the applicant and ask her to find and correct orally any grammatical errors. This obviously shows up her knowledge of English grammar, and it is also surprising to what extent it also shows up her home life and environment. To be sure, one does not hire an applicant's family, nor does one care particularly what her environment out of office hours is, except in so far as it affects her ability to perform her office

duties, but nevertheless the fact still remains that the employer wishes to hire the best he can for the money he has to spend and the inability of the applicant to differentiate between the use of the words LEARN and TEACH indicates either uneducated or careless parents or lack of ambition or opportunity to learn on the part of the applicant, or all of these conditions, and in any case makes the applicant less fitted for stenographic work than one who is able so to differentiate. There are ten grammatical errors in this letter, as follows:

or — nor
me — I
best — better
like I was — as if I were
I — me
don't — doesn't
learn — teach
lay — lie
to speedily correct — speedily to correct
we are — I am

The minimum on this section is the recognition of at least five errors, three of which must be DON'T, LEARN, and LAY.

For Section 5, I take an average letter which I have written, which should definitely *not* be one containing *technical* terms relating to my business. I generally use a letter of sufficient length to look well on a short letterhead. I read this slightly slower than my usual dictating speed, have the applicant take it down as a dictated letter, and ask if she wishes me to read it over again. An answer of "I don't think that will be necessary" or words to that effect is very indicative of the fact that the applicant had plenty of reserve shorthand ability. But if she does ask to have it read again, it may be either from her knowledge of her own lack of ability or from her ambition to get as near perfect results as possible. If I do re-read, I watch for any corrections she may make in her notes. If they are frequent, it indicates less ability in taking dictation. I then supply the applicant with a *long* letterhead and a typewriter and ask her to write the letter omitting the usual copy. A long letterhead is supplied intentionally to judge her ability in locating the short letter properly on the long sheet by the use of either wide paragraph spacing or wide margins, or both.

After she has written the letter, I rate the whole test. Assuming again that the applicant is for a stenographic position and has not been given Section 2, I rate Section 1 four points to each sentence or twenty points total;

Section 3, three points per word or thirty points total; Section 4, one point per error found, or ten points total; and Section 5, the letter, forty points total with a deduction of two points for each correction whether it be general spacing, paragraphing, spelling, punctuation or straight errors in not writing the exact words which I read.

On the final rating a mark of less than 80 points indicates rather poor material, while rates of over 90 indicate perfectly satisfactory capabilities.

The objections that some applicants might be highly nervous when confronted with a test of this sort and therefore not able to make a creditable showing but would nevertheless make very good stenographers or clerks may be answered by stating that of two applicants, one of whom is upset and the other is calm under trying conditions, the calm one would be the better, and as the problem in the smaller offices is one involving the picking of a single applicant from among fifteen or twenty, it becomes the problem of cold-bloodedly picking the best one for the work to be performed.

In order to avoid spending time with an applicant and then having her refuse the position on account of the wages involved, I always state when originally taking her name the amount of salary going with the job and ask her if that would be satisfactory to her. If the answer is "No," there is no use going any further.

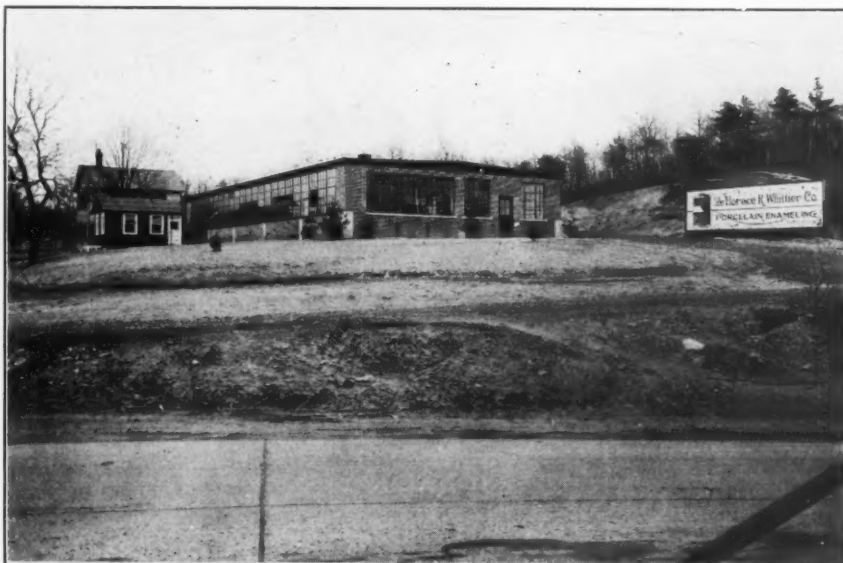
Other things being equal, the applicant having the most pleasing personality would probably be selected, and this point would be of great importance should the duty of greeting callers be involved.

Should the position to be filled be one requiring no stenographic ability but one on cost or payroll work, I substitute Section 2 in place of Section 5 and allow it the same 40 points total and deduct 10 points for each example which is wrong.

This seems drastic but it certainly does weed out the ones to whom should not be entrusted mathematical calculations upon which the success or failure of a business may depend. A slipped decimal point in a cost calculation may run into thousands in a year's business.

The exact rating of each section as a portion of the total test is not important except in a general way, as after rating several applicants there will always be some one or two who distinctly stand out above the others.

(Continued on page 28)



The Horace R. Whittier Co. Plant at Pequabuck, Connecticut

Porcelain Enameling in Connecticut

MANUFACTURERS the world over are constantly on the alert for new methods and devices that will promote better manufacturing facilities. It is not a day of guess work. Any new method that is offered must be proven before it is adopted. Such a thing as chromium plating which is not a new process but only recently put into universal use is one example. New steel alloys for the successful fast production of machine tools is another. Bakelite has made great strides because of its adaptability to many articles heretofore made with difficulty from other materials. Vitreous or Porcelain Enameling can be included in this category. Right here in our own state, Connecticut manufacturers, and there are many, are making profitable use of the most up-to-date methods.

Vitreous Enameling is a very old and ancient art, first practiced by the Egyptians. Excavation of ruins in the old world have revealed marvelous examples of enameling artistry not to be duplicated today. Vitreous or Porcelain Enamel is a very hard, glassy substance and can be produced in many colors. If properly applied to an article suitable for the

process, it becomes a thing of permanency. It is fired in ovens at an intense heat of from 1400 to 1700 degrees, and through this operation becomes an integral part of the article to which it is applied. So far, its application has been devoted mostly to instrument, clock, and watch dials, kitchen utensils, advertising signs and other items.

Nearly six years ago, the Horace R. Whittier Company was organized for the purpose of manufacturing Vitreous Enamel dials for oven thermometers used in stoves. The business at that time was conducted in a renovated barn in the town of Plainville, remaining there only a little over a year. Because of the very fine product that was manufactured, its production steadily increased making it necessary to secure larger quarters. The plant was moved to Bristol, occupying the third floor of a building now used as the screw machine department of the Wallace Barnes Company. For a little over four years, the business was carried on at this address. Last October, the Company decided that new demands on its production necessitated having a factory of their own. Ground was broken and operations

started. Good fortune favored the construction, a rather open winter enabling the contractors to finish the building in about four months time. The new factory is located in Pequabuck, on the Thomaston road, between Bristol and Terryville. The building is of steel and brick construction 50 x 100 feet, one story, the steel framework being manufactured by The Truscon Steel Company of Youngstown, Ohio. It contains about 5,000 square feet of floor space with new equipment throughout, including spray booths, grinding mills, and one of the very latest type gas furnaces using The Furnace Combustion Company burners. The plant is motorized except in the printing department. Only the very best grades of metal and enamel are used and results in a very fine product. At the present time, the Company employs about 20 people.

During the expansion of this young company, numerous products have been added. It is not possible to list in this article all the items embraced but the following will furnish some idea of what is being manufactured: clock, instrument, water, electric, gas, barometer, and telephone dials, name plates, electrical parts, thermometers, textile guides, advertising signs and novelties, heat controls, switch



View showing large amount of available floor space for large orders

covers, enameled ash trays, enameled scales, door plates, vending machine signs, cooking guides and sheet iron enameling for the trade.

Porcelain or Vitreous Enamel in colors is the present day vogue, either in the brilliant colors or the softer shades of pastel tints. Enameled items can be ordered in any color to match the product of which they are to become a part.

The Horace R. Whittier Company is now supplying some of the largest manufacturers in the country with their Vitreous Enamel requirements. It is not necessary that the Connecticut manufacturers look outside of their state for a source of supply in this field. They may now avail themselves of the services of this company to supply almost anything in the enameling line. Having a source of supply near by is an asset to any manufacturer, permitting quick deliveries and substantial reductions in transportation costs.

The company is owned and directed by Horace R. Whittier. Lancel H. Foote is general manager; George W. Priest, financial attorney; and John W. Bolton, factory superintendent. Mr. Whittier is also vice president and general manager of the Cooper Oven Thermometer Company, manufacturers of high-grade oven thermometers at Pequabuck.



View showing ovens and men at work on finishing process



An interior view showing a battery of machines

Is Pulp Manufacture Practicable in Connecticut?

By AUSTIN F. HAWES,
State Forester

THE uses of pulp are increasing so rapidly not only in paper manufacture, but in various kinds of composition boards and rayon that frequent suggestions appear in print indicating that substitutes for wood will have to be found. United States is using about 12 million tons of paper a year as against 3 million tons a quarter century ago. As a matter of fact pulp has been made for a long time from certain kinds of grass, bamboo, the waste from sugar manufacture and other fibrous plants but up to the present time nothing has been found to take the place of wood for the better grades of paper. It requires little imagination to realize that a ton of cellulose in wood is much more compact and can be transported much more cheaply than a ton of cellulose in dry grass, or corn stalks. The source of our future pulp material, therefore, seems to depend largely upon the available supplies of suitable wood and the relative cost of making pulp from wood and other materials. To understand the problem one must know something about the various kinds of pulp used.

Because softwoods have fibres about three times as long as hardwoods these make a stronger pulp and are, therefore, in greatest demand. Newsprint paper which is used in such immense quantities in this country is cheap because it is largely made of ground pulp. In this process of grinding the wood under high hydraulic pressure approximately one ton of pulp is made from a cord of wood.

Most of the newsprint paper used in the eastern market is now made in Canada or from Canadian wood. Of the 3,517,000 tons of newsprint used annually in United States only one quarter is made from domestic wood. This industry has been greatly over-expanded in

A research committee of the Association is now awaiting a report from the Meade Pulp & Paper Mfg. Co. on the results attained in an experimental mill operating by a new "semi-chemical process."

Canada since the war. This has brought about low priced paper, but it is also resulting in a rapid depletion of the Canadian forests so that in a few years they will be in the same condition as those of New York and New Hampshire which formerly produced so much spruce

for pulp. Our future supplies of spruce whether ground or sulphite, which is in growing demand for rayon, must come either from the virgin forests of the Pacific northwest or from northern Europe where forestry has been practiced for a long time.

With the growing scarcity of eastern spruce there has come about an increased use of other kinds of wood for pulp. Book paper for example is largely of soda pulp made of the wood of poplar, birch and other hard woods. There are two large concerns in Maine making this kind of pulp and several in Pennsylvania and other sections of the Appalachian range. Southern pine and other woods are used in the making of wrapping paper.

With the exception of the ground pulp which is used chiefly in making newsprint paper all other pulp is made by some chemical process and requires approximately two cords of wood to produce one ton of pulp, hence the higher cost than that of ground pulp. Recently new processes have been developed for making pulp from hardwood. One of these is called the semi-chemical process by means of which a ton of pulp can be made from a cord of wood. This process developed by the U. S. Forest Products Laboratory at Madison, Wisconsin, is now being tried commercially by the Meade Pulp and Paper Manufacturing Co. at Chillicothe, Ohio.

There appears to be no reason why some of the Connecticut hard woods can not be used

either by the soda process or by this new semi-chemical process. Most people do not think of Connecticut as a forest state. This is because it long since ceased to produce lumber in quantity and is now importing about 90% of the lumber used. However, 49% of the area of Connecticut is wooded and much of this area has a good stand of cordwood admirably adapted for pulp manufacture. Oak, hickory and ash do not appear to be adapted for pulp, but such woods as beech, birch, maple, poplar and tulip can be used. We may safely estimate that there are over five million cords of wood of such species available in Connecticut, to say nothing of the adjoining sections of Massachusetts.

Experts assert that the minimum capacity of a pulp plant would be 25 tons per day, and that a plant with a 50 ton capacity would be a much safer proposition. Such a plant would require about 18,000 cords of wood a year.

There are many sections of northern Connecticut and southern Massachusetts where such an amount could be produced annually in perpetuity if the forests were properly managed.

Aside from the desirability of establishing a new industry dependent upon a home grown natural resource, I am naturally interested as a forester in finding a market for the poorer grades of wood. In any system of

forest management in Connecticut the growing of large, high grade lumber must be the chief object. To produce such timber it is necessary

to thin out the poorer trees. In many sections of the state this is impossible at present because there is no market for the wood removed. One

or more pulp mills properly located would greatly facilitate the practice of forestry for those desiring to improve their forests. Naturally for the owner who was simply interested in immediate returns such a market would encourage deforestation. However, the final result of such a policy is the gradual consolidation of large holdings under some form of ownership that will be interested in a permanent income. The new tax law passed by the Assembly of 1929 will, it is hoped, encourage such consolidations.

There are many practical problems to be solved before a pulp industry can be established in Connecticut. Waterpower and the cost of transportation are important items. What market is available for the pulp produced? Can it be used by the existing paper

and box industry of the state, or would it be necessary to establish a new paper plant? Such questions would have to be solved by the business men who contemplated investing money in such a venture. The growing of forests is a long time undertaking and requires patience. A pulp industry in Connecticut may not be practicable today, but it seems worth investigating, and I believe the time will come when a market of

this kind for our surplus wood supplies will yield a two fold benefit, one in dollars and the other as a beautifying agent of our forests.



Forest after lumber has been cut. Tops are left to rot on ground



Small trees in Connecticut suitable for wood pulp rotting on ground

Impressions of Soviet Russia

Reported by a Leeds Delegate

"I SEE little hope of this country doing satisfactory business with Russia until the Russians realize that their political system will not permit of credit, and that they will have to give their rouble a value abroad and run their country on a sensible system."

This statement was made by Mr. G. W. Martin, a member of the British trade delegation to Russia, in an interview with a "Yorkshire Post" representative on his return to Leeds last night. Mr. Martin is vice-chairman of the Leeds Corporation Finance Committee, and governing director of the firm of Wilkinson and Warburton.

"I should be very glad, indeed, to do business with Russians," he said, "if it could be done with security: but as a British citizen I am certainly not in favour of our Government giving that security."

A Matter of Credit

"It is all a matter of credit. The Russians are prepared to place enormous orders. They are all as mad as March hares. They have got a fixed idea that they must have a five-year programme of industrial development, and every office is filled with graphs illustrating enormous developments which are contemplated."

"The question of where they are going to get the money to buy the machinery and the raw materials never seems to enter their heads."

"Their one hope is to raise a very large loan in London; and the Anglo-Russian Committee have the idea of trying to get our Government to give them recognition. How they are going to do it they may know; I do not think anyone else does. The idea is to get them to include a sum for their pre-war debts, which stand at over 1,700 millions excluding interest. I pointed out to the Committee that

it was like lending money to pay yourself back; and I was told that that was always being done in commerce. But when we start talking of thousands of millions, and they have not got a single penny in the country, one does not see how it is going to be done."

"The Russians are dead keen on getting recognition from this country, and in my opinion, and in the opinion of a good many other members of the delegation, they are trying to force recognition by a bribe of orders. Candidly, I do not think British industry has lost very much by not having their orders."

Trade had gone to Germany and the United States, but on long credit terms; and the Russian bills were discounted in London at the present time at from 18 to 24

This article was submitted by an Association member for publication in *Connecticut Industry*. The vivid impressions of Russia herein set forth were given to a representative of the "Yorkshire Post" by a Leeds delegate.

per cent, per annum.

High Cost of Living

Nowhere in the world was the cost of living higher than in Russia, he continued. An apple cost a shilling, an orange three shillings, and a pound of coffee — which was almost unobtainable — sixteen shillings. Butter cost 6s. 6d. a pound in Russia, yet it was being exported at not more than 1s. 6d. a pound in order to get foreign credit.

The maximum wage for a Communist, whatever his work, was 225 roubles a month, or about £5 a week. A member of the British Communist party had gone from Preston to Moscow to look after the municipal motor buses. He was receiving £100 a month, and he had not joined the Russian Communist party. At great sacrifice he had sent his children to England to be educated, so enamoured was he of the Russian regime.

"I never went into any works," said Mr. Martin, "where the manual workers were getting more than eight shillings a day; and the thing that struck me most in the factories was

the indifference and lack of interest shown by the employees." He saw women working as navvies, and shoveling snow in the streets.

Squalid dilapidation and neglect were his chief impressions of Moscow. "Even in the centre of the city," he said, "the roads were one mass of pot-holes." Most of the shops were empty of goods, and long queues waited hours for bread, sugar, clothing, and oil, which was exported in large quantities. The shop assistants were indifferent about whether they sold goods or not.

Russia was ten times more strongly Protectionist than the United States or any other country. A Russian returning to Russia was allowed to carry one suit besides the one he wore, three pairs of socks, three handkerchiefs, and one change of underclothing. Everything else was confiscated.

Communist Stranglehold

The Communist stranglehold on the people was illustrated by the fact that a passport visa for a Russian — when obtainable, which was very rarely — cost £22 10s.

"I notice that the Dean of Manchester wanted to go to Russia to see if the children came out of school smiling. He can save himself a very painful and trying journey, and accept my assurance that they do not. A smile is hardly known in Russia."

"Everyone wears a dead, heavy, miserable look — a depressed glare. Undoubtedly want is at the door, and famine is on the horizon."

Yet the biggest boilers in Europe were being installed in the Moscow power station and in the Ukraine; a super hydro-electric power station consisting of four units, each of 80,000 horsepower, was being erected at a cost of £10,000,000 sterling. "The finance of this scheme is never mentioned," said Mr. Martin.

Shortage of Wheat

Russia, formerly a great wheat-exporting country, had now a representative in the United States of America trying to buy wheat on credit to tide over a time of stress until the new crop was ready.

There were fewer schools than before the war, and children of people who were not trade unionists could not very well go to school.

"There are crowds of soldiers everywhere," said Mr. Martin, "yet we may expect that at Geneva during the next few days they will be talking about disarmament. I have seen more soldiers and drunken men in a fortnight in

Russia than I have seen for ten years in this country."

Most of the trade in Russia was in the hands of the Co-operative Society, which had 72,000 shops and 23,000,000 members. The trade of the central branch was over £100,000,000 sterling a year, and the capital was £75,000,000 sterling.

He saw textile machinery from Yorkshire and Lancashire installed in 1879 and 1883, still in use. "They have great need of Yorkshire cloth and Yorkshire machinery," said Mr. Martin, "but how can one trust people of this sort?"

"Reds" and India

While they were entertaining us to banquets in Moscow their leading Government newspaper, "Pravda," was exulting over the trouble we were having in India, and saying that "within a short time Moscow would be the capital of a State stretching from Germany to China."

In Moscow a friend of his bought for 56 shillings four pairs of stockings which could easily have been supplied for five shillings in any shop in England. The head waiter at one hotel offered him £18 for his overcoat, which was two years old. A decent suit would fetch £30. Furs were unobtainable; they had all been exported.

It was pitiful to see people who had seen better days waiting to sell their treasures to the Government for a few roubles in order to buy bread. A friend of his who spent an evening with a Russian family found that their only topic of conversation was how much they could get for their furniture and jewelry, and how long the money would keep them alive.

Two Cheap Things

"The only cheap things in Russia," said Mr. Martin, "seems to be life itself and the sanctity of marriage. Divorce costs eight shillings, and marriage costs the same. You can divorce your wife one day by putting a notice in the paper and you can marry another woman the next day by the same process."

There was a whole division of soldiers quartered at the secret police headquarters in Moscow. "Nobody in Russia talks above a whisper," said Mr. Martin.

"They were very interested in some cloth which I had taken from Leeds," he added, "but I should be very (sorry?) indeed, to accept orders on their terms. The price of the cloth they were making themselves was 14s. to 15s a yard. The cloth I showed them would be

equal in wearing, and far more suitable for a peasant population, and the price was 2s. 8d. to 4s. a yard; yet, although they were anxious to buy, they talked of two to three years' credit."

Social Aspects of Russia

Shortage of Houses and Food

Mr. R. J. Inman, of Inman, Spencer and Co., wood and top merchants, of Bradford, who was a member of the British Industrial Mission to Russia has returned to Bradford. Mr. Inman said to a "Yorkshire Post" reporter that, as he was to report on the trade aspect of the Delegation at a meeting, on Friday next, of the Association of Export Merchants of Raw Materials and Yarns, whom he represented on the visit, and also to the Bradford Chamber of Commerce at its meeting next Tuesday, he was not able at present to make any statement on the commercial and economic aspects of the Russian visit.

Certain general impressions of the condition of Russia have been included in a report which Mr. Inman has prepared.

"The first sight we got of the Russian frontier," he says, "was a barbed wire fence running right along the frontier, and I believe I am correct in stating there are two barbed wire fences, in between a kind of No Man's Land. On the Russian side there are huge watch towers built, which I presume are manned day and night in order to prevent anybody getting over the frontier. However, we had every possible facility given for a comfortable journey onwards."

British Motor-Buses

The Russian roads are in very poor condition. Both in Leningrad, Moscow, and outside they are certainly in a worse condition than pre-war, and very little has been done in that respect. Consequently motor cars could not be very well used. On the other hand you have no rich people who could buy motor cars, but for the working classes in Moscow there have been quite a considerable number of British-

made motor-buses recently introduced.

Rooms in the hotels showed signs of neglect, but the food served was excellent. Of course every building, every house, and every property is State owned. In this respect, for instance, we had a meeting with the Concession Department in the palace of a former tea merchant, where practically everything was kept intact, and we sat on priceless chairs and in beautifully furnished and decorated rooms.

We had three times special performances in the Opera House — two operas and a ballet — and they certainly stood in no way behind any pre-war performances, neither in scenery, nor in talent, nor in execution. The dresses were perhaps not as elaborate as they used to be. Of course at the Opera and theatres in general you meet the working classes side by side with yourself in the ordinary everyday clothes, as they are receiving preferential tickets at lower prices.

The churches were all out of use, and more considered as museums, there being special efforts made to reproduce in the churches some of the old paintings which have been painted over by the priests. As far as the Communists are concerned, they have no religion, but the other people are allowed to have a religion, although it is not very much favoured.

"The houses and streets were all in very great want of repair, and in my opinion it will take millions to put these two capitals back to the pre-war state of outside appearance, at all events."

At the shops there is practically very little displayed and very little stock. "In fact, in one of the biggest shops in Moscow I found very long queues waiting for the opening to secure some of the goods, and the shop did not open till 10 o'clock, which showed that there must be a very great need and shortage of everything. The food supplies are not plentiful, and prices are very much higher than in England. This is no doubt owing to the whole system of organization and administration, by which the cost of production is very much increased."

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Aviation Reminiscences in Connecticut

By HIRAM PERCY MAXIM

IT must have been in 1908 that those of us in Hartford who took an interest in new things, began talking about flying. The Wrights had blazed the way by getting a gasoline engine on an airplane and others had followed by building machines which would fly when they felt like it. Most of the time these first airplane engines did not feel like running, and they had an unpleasant little way of deciding not to run when the plane was in the air. I began to wonder if there was not some way to fly without the troublesome engine. We used to talk a lot about it and discuss the various articles written about bird soaring. Prof. Langley, then of Smithsonian, claimed to be able to prove that one could keep aloft without power. He cited the buzzard and the other soaring birds as examples of sustained flight without power.

That fascinated me. The idea of being able to float around up in the air, without having to share my seat with a cranky and noisy gasoline engine, intrigued me and I could not get it off my mind. Gliders had been experimented with by many, but every one of the experimenters had been killed during his experiments. This did not look favorable, and I remember that I had a terrible time trying to reconcile the actual record of facts with my hopes.

It was about this time that an event happened which settled the matter. A couple of brothers named Whitteman, down on Staten Island decided to embark in the glider business. Evidently, there were many others in the country harboring the exact same desires that I harbored, and these Whitteman chaps decided to capitalize us. So they started building



Hiram Percy Maxim

Hiram Percy Maxim is one of the pioneers of aviation in Connecticut. He was the organizer and first president of the Hartford Aero Club, and is now chairman of the board of governors of that organization. He is also president of the Maxim Silencer Co., president of the American Radio Relay League and Connecticut State Aviation Inspector.

a little biplane glider which they sold for something around \$150. I got hold of one of their circulars and that finished me. I had to have a glider forthwith.

I had some business in New York about that time and on a particularly rainy day in early Spring, I dragged Mrs. Maxim over to Staten Island, terribly against her better judgment, to help me pick out a glider. The Whitteman shop

was in a barn a long way from anywhere, and I recall that my better half got soaked getting to the place in the rain. Of course I also got soaked, but a soaking never meant much one way or the other to me. But I recall quite distinctly that my better half expressed herself very forcibly on the glider proposition. She voted in the negative on every motion that was offered, so she can claim no distinction for helping get aviation started in Connecticut.

The Whittemans told me fascinating stories about people who had gotten up to 50 feet altitude in their gliders by being towed along by friends on the ground. By running briskly against a fresh breeze, it seemed that two men on a tow rope could pull a man and the glider up into the air, and once up, it was a simple matter to stay up, if one selected a terrain where there was an ascending current of air.

I ordered a glider on the spot and I could not sleep nights until it arrived and was set up. I hired an old shed over in East Hartford and decided to conduct the flights on the North Meadows, just north of the railroad and on

the river bank. There was a bank some fifteen feet high, and the prevailing winds were from the southwest. These southwest winds hit the slope of the bank, and I figured the combination was perfect for getting an ascending current of air, which the catalogue said was absolutely all that stood between me and the upper regions.

In due time I tried the thing out. I had the late George Lucas and his cousin Dick Parker and S. A. Miner as my assistants. Lucas and Parker were enthusiasts on anything that was outdoor in character and they could run and pull on a tow line. Mr. Miner was the Pierce Arrow agent in Hartford, owned an automobile of great reliability and knew all about ropes, knots, tackle, towing, etc.

Things did not work out as expected. They never do, as far as I can find out. Instead of a fresh breeze, it took a small gale of wind and a very husky effort on the part of the runners to get me off the ground. However, I did get off, for brief intervals. I could make jumps of fifty feet, take a step of twenty feet, and was quite light on my feet, so to speak.

Then the natural thing, of course, was to wonder how more motive power would work. We had Mr. Miner's car, and that would be able to give us twenty miles an hour against a fifteen mile breeze, which amounted to 35 miles of wind. And so, after many weeks of experimenting with man pulled tow lines, and learning a lot about nose dives, tail spins, side slips and other similar things, we selected just the right kind of an afternoon and tied the Pierce-Arrow to the tow line. Mr. Miner was requested to hold a straight course and to give me twenty miles an hour. I took my place in the glider and gave the word. My legs were the landing gear, and I hung from my arm pits on two spruce bars.

The car started and I ran along carrying the glider until she got lift, then I took longer and longer steps and finally I felt myself free in the air and moving at what seemed a prodigious pace. Before I had time to realize what was going on I was up higher than I had ever before been in the glider. It must have been something of the order of 40 feet, possibly a little more. Mr. Miner kept looking up at me to see how much speed I needed, and things were going simply marvelously, when one of those things happened which has since given a lot of trouble. Some kind of a lack of shape in my glider's wings made for inherent instability. Before I knew it I was cocked away

up on one wing. This bank gave me a slightly modified direction, which pulled up on one tow line and slacked off on the other, which augmented the side cocking effect. I had no experience up to that time with such matters, and before I could do any elaborate experimenting I got into a perfectly terrible side slip. Miner, seeing me in difficulties, did the natural thing, slowed down, which cut off my motive power, and in a moment I slid off on one wing and crashed on the ground.

I got a crushed ankle, knee and hip out of it which put me on crutches for six weeks, and the glider was a wreck. Many times while walking around on my crutches I thought of those other glider experimenters who had lost their lives fooling around in the air with those early machines. I got off luckily.

Since then the motorless glider has come, and all of the predictions made by Langley have been borne out and then some. The Germans have actually staid aloft for several hours, soaring around without power.

Thus one little effort was made here in Connecticut which was founded upon sound principles, but unfortunately was too early in the game to bear fruit.

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Courtesy L. & H. Aircraft and Fairchild Aerial Surveys

AERIAL VIEW OF THE RUSSELL MANUFACTURING CO., MIDDLETOWN, CONN.

The Russell Manufacturing Company was founded in 1830 by Samuel Russell. In this small factory, power looms were used for the first time in America to manufacture cotton machinery belting and elastic webbing. From the modest beginning of one small mill, has grown the immense plant which embraces forty Connecticut factories as well as a plant in Canada, with a floor space of over 720 thousand square feet. By the use of over 1200 looms, every process in the making of RUSCO products is controlled, from the raw material to the finished article.

INDUSTRIAL BRIEFS

Billings and Spencer Perfect Motor Driven Hammer

After months of experimentation and secret testing, the Billings and Spencer Company are now booking orders for a new motor driven hammer, which, experts agree, will be far more economical than the belt driven hammer even though the original cost is twice that of the former type. Although it was not the intention of the management to place this hammer upon the market until it had fully proved its merits in their own plants, rumors of this unique development spread rapidly throughout the industry. Many of the leading shops in the country have sent representatives to the plant,

which has resulted in sufficient orders to keep the plant in full production for the next ninety days. It is believed that the production of this hammer will exert a most favorable influence upon the future earnings of the company.

Polymet Stock Rises

The stock of the Polymet Manufacturing Company, which purchased the Strand and Sweet Manufacturing Company of Winsted three months ago, has been traded heavily on the Chicago Stock Exchange, reaching a new high of \$57 per share. Polymet shares were selling for around \$40 when the Winsted concern was taken over. The production of the

Strand and Sweet Division has been five times greater for this year than for the corresponding months in 1928.

Wasp Adds New Record

Lieutenant A. Sousek, U. S. N., established what appears to be a world record for seaplanes when he piloted the Navy plane "Apache," equipped with a Pratt and Whitney Wasp motor, to an altitude of 38,500 feet. He was in the air one hour and thirty-six minutes. This is another fitting testimonial of the quality and endurance built into Pratt and Whitney airplane engines.

Connecticut Power Company Sold

The Northern Connecticut Power Company of Thompsonville, which serves a half dozen Connecticut firms north of Hartford with gas, water and electricity, was recently taken over by the Connecticut Electric Service Company of Hartford, of which J. Henry Roraback is president. Roraback's concern is affiliated with the United Gas Improvement Company of Philadelphia, which supplies more than eighty municipalities or 650,000 people in Connecticut with gas and electricity.

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De Witt Page Heads New Bristol Bank

De Witt Page, president of the New Departure Manufacturing Company and vice president of the General Motors Corporation, has been named chairman of the board of directors of the new Northside Bank and Trust Company which was recently organized in Bristol. Clifford S. Burdge is president of the bank. The other officers are Fuller F. Barnes, president of the Wallace Barnes Company; W. S. Ingraham, treasurer of the E. Ingraham Company, each occupying the position of vice president; and Mayor W. Raymond Crumb, occupying the position of secretary.

Tourists May Aid Industry

Industries throughout New England will have the opportunity of gaining the good will and confidence of thousands of tourists this summer, when it is expected that three millions will visit the several states before the season closes. Some of the practices recommended by the Recreation Committee of the New England Council are: placing signs on manufacturing plants, acquainting tourists with your name and the nature of your products; welcoming visitors to your plant by means of signs; advertising names of retailers handling your products in the town in which your factory is located; and maintaining an exhibit or museum of your products, showing the development of the industry. Millions are being spent in periodical, newspaper, magazine and billboard advertising. Here is an opportunity to gain publicity for practically nothing, which would cost many thousands to obtain through the use of the best known advertising medium.

Fire Damages Two Bridgeport Plants

Losses in a recent fire, which destroyed the former plant of the Columbia Nut and Bolt Company and gutted the Hatheway Manufacturing Company plant at Railroad and Bostwick Avenues, amounted to approximately \$10,000. It also meant the loss of work for about 150 employes of the Hatheway Company until power lines could be repaired.

State Chamber Holds Thirtieth Annual Meeting

The thirtieth annual meeting of the Connecticut State Chamber of Commerce is now a matter of recollection. Another high mark of attainment has been commemorated in a manner entirely befitting such a worthy organization of business men. Plans for the coming year which were agreed upon are indicative

of even greater accomplishment than has heretofore been experienced.

The array of speakers who so graciously entertained the 550 members and guests with interesting talks on current topics included such outstanding men as Admiral Sims, B. C. Forbes, Editor of Forbes Magazine, Congressman Louis T. McFadden, of Illinois, W. J. Barrett, Director of the Manufacturers' Service Bureau of the Metropolitan Life Insurance Company, O. H. Caldwell, former member of the Radio Commission, Paul H. Wilson of the Graton and Knight Company of Worcester, Massachusetts, and Strickland Gillillan, noted humorist.

Directors elected at the morning business session were C. L. Campbell, Hartford, treasurer Connecticut Light and Power Company; Judge William C. Hungerford, New Britain; Robert W. Perkins, Norwich, president Eastern Connecticut Power Company; John T. Rolfe, manager of The Hartford Times; and Wesley A. Sturgis, New Haven, professor, Yale Law School.

The Russell Company Changes Plan of Manufacture

The Russell Manufacturing Company of Middletown has abandoned weaving operations in their Star Mill Factory in favor of manufacturing Durac material, which is a product of their fiber brake shoe department. Two one-story concrete additions measuring 30' by 40' and 30' by 50', also to be used for the manufacture of fiber brake shoes, are nearing completion.

Chase Companies Merge with Kennicott

A recent merger of the Chase Companies, Incorporated, with the Kennicott Copper Corporation by means of a stock transfer has placed the Chase Companies in an even stronger position, since they will be better equipped to meet whatever conditions may arise in the market for their raw material. The Chase Companies, Incorporated, headed by Frederick S. Chase, have assets, as reported by brokers, in the neighborhood of \$40,000,000 and control approximately one-sixth of the total brass business of the country. The Kennicott Copper Corporation was incorporated in 1915 and at that time acquired numerous copper mining concessions in Alaska, Utah and Chile. Their present assets are conservatively estimated to be in the neighborhood of \$750,000,000. Both

companies will retain their present management, complementing each other in matters of mining output and manufactured product.

Inventor Assigns Rights to Scovill Company

Charles N. Coryell, of New York, inventor of a novel vanity case, has recently assigned the rights to the Scovill Manufacturing Company of Waterbury, who will manufacture this case in large quantities.

Connecticut Plants Equipped to Produce War Supplies

In a recent address delivered before 200 military officers and manufacturers at the Hartford Club, Colonel Patrick J. Hurley, Assistant Secretary of War, stated that Connecticut factories are now prepared to shift to the manufacture of powder, cannon and shells should war be thrust upon us. He agreed with those opposed to war, but added that he believed it was imperative to be prepared for any emergency as long as we are living in an age when the golden rule has not been accepted internationally.

Small Industries to Get Aid

As a result of two years' cooperation with the New England Council, a corporation is about to be formed which will assist small industries with their financial problems. The corporation will be known as the New England Industries, Incorporated, and will furnish limited sums of money to small industries which show possibilities of expansion on a sound basis. Its capital structure will be 50,000 shares of no par common stock. The first \$500,000 will be raised through the sale of 25,000 shares, none of which will be offered for sale until the project has proved to be practical. This money will be invested to provide collateral for borrowing money to finance the clients of the corporation. The corporate policies will be in the hands of a voting trust of three men chosen from the board of directors, who will be representative business men from the six New England states.

Alden Hat Company Incorporates

A certificate of incorporation has been filed in the office of the Secretary of State at Hartford for the Alden Hat Company of Danbury. The authorized capital stock is \$50,000 divided into 500 shares of \$100 par value. The incorporators are Albert Triembert, Robert S. Alexander and Rena B. Engelage of Danbury.

Wallingford Air Transport Incorporates

The Wallingford Air Transport Corporation has recently been formed with an authorized capital stock of \$50,000. The corporation will have the privilege of buying and selling airplanes, maintaining an airport, carrying passengers by airplane, purchasing real estate for an airport, and transacting any other business incidental to the carrying of passengers by air or the maintenance of an airport. The concern now holds a five-year renewable lease on the Wallingford airport. Incorporators of the company named are William F. Mowry, E. Bennett Backes, and Clifford B. Backes.

and in 1926 was elected vice president of that organization. Mr. Belden was formerly in the advertising and publicity departments of the Travelers Insurance Company, the Aetna Life Insurance Company, the Hartford Fire Insurance Company, and for a period was one of the Staff of the *Hartford Courant*. Under his direction the State Chamber broadened the scope of its activities until it had reach a worthy stage of development.

Harry E. Hasty of New London, former manager of the Thames River Division of the Robert Gair Co., box manufacturers, has been named as Mr. Belden's successor.

CENSUS OF LEADING FOUR INDUSTRIES IN CONNECTICUT as compiled by the Department of Commerce

	Number of estab- lishments	Wage earners (average for the year)	Wages	Cost of materials, fuel, and power	Value of products
Brass, bronze, and other nonferrous alloys and manufactures of these al- loys and of copper, not specifically classified . . .	67	20,442	\$28,537,673	\$97,278,629	\$152,389,739
Foundry and machine-shop products, not elsewhere classified	175	16,799	24,206,125	25,327,204	86,168,291
Electrical machinery, appa- ratus, and supplies	70	14,500	16,998,723	34,799,064	75,926,216
Hardware, not elsewhere classified	57	18,201	22,298,701	21,173,720	68,012,785

Clark Belden Leaves State Chamber

Clark Belden, Executive Vice President, Secretary and Director of the Connecticut Chamber of Commerce, has resigned to accept the post of Public Relations Director with the National Electric Power Company. His resignation became effective June 15. A farewell dinner was given in his honor at the Hotel Bond, at which civic and state business leaders paid high tribute to Mr. Belden and the work he had accomplished for the State Chamber of Commerce. The newly elected president, Henry Trumbull of the Plainville Electric Manufacturing Company, presented Mr. Belden with a purse as a token of appreciation from the officers and staff of the Chamber organization.

Mr. Belden succeeded George B. Chandler as head of the State Chamber when the latter resigned to head the Ohio Chamber of Commerce in November, 1924. He was secretary of the Hartford Advertising Club in 1925

Bay Company Acquires Two Allied Concerns

The Bay Company, manufacturers of surgical dressings recently acquired two allied manufacturing concerns. The companies purchased were the Hygienic Fiber Company of Versailles and the Comfort Powder Company of Boston, Massachusetts.

The Hygienic Fiber Company dates back to about 1905, when it was organized by John H. Flagler, also prominent in the organization of the United Drug Company. This company was the first to manufacture a cotton sanitary napkin and to this day holds a dominant position in this field by virtue of automatic manufacturing equipment and progressive merchandising methods. In addition, the Hygienic Fiber Company manufactures a complete line of surgical dressings, including bandages, surgical gauze and absorbent cotton.

By acquiring the Hygienic Fiber Company, the Bay Company secures a modern cotton and

(Continued on page 28)



Summary of Brief Supporting Exceptions to
Eastern Class Rate Case

John J. Hickey, commerce counsel of the Association, has filed exceptions as of May 31st to Examiner Howard Hosmer's proposed report in the Eastern Class Rate Investigation case. Under Part 1, Exceptions, the following statements are made:

1. The report, in certain respects, is not supported by evidence.

2. We take exceptions to findings in Nos. 1, 2, 3, 5, 6, 13, 14, 15 and 18, on the grounds that if class rates of the maximum therein recommended were established those rates would be excessive, unjust and unreasonable. And, therefore, would be in violation of Section 1 of the Interstate Commerce Act.

3. We take exceptions to findings in Nos. 1, 2, 3, 5, 6, 13, 14, 15 and 18 on the grounds that said findings, if approved, would authorize numerous common carriers to increase their class rates without such increased rates having been justified as is required by the provisions of Section 15 (7) of said Act.

4. We also take exception to finding No. 14 in that it proposes certain uniform charges and mileage compensation for lighterage at New York Harbor to be included in rates between certain points at New York Harbor and points in Connecticut. The report also proposes lower charges in compensation for similar lighterage service to be included in rates applicable between the New York rate group and numerous points in Trunk Line Territory and Central Freight Association Territory.

Under Part 2, Argument, the following statements are made:

1. The position of the Manufacturers Association of Connecticut was clearly set forth showing that they were not among the petitioners who sought to have the investigation conducted for the purpose of reformation of rate structures. That evidently contributed to violations of Section 4 of the Interstate Commerce Act and to unjust discrimination. The Association did not take any active part in this

investigation until May 8, 1929, when it became apparent that some action must be taken in order to defend its members against recommended increases in rates which would result, should the proposed report of Examiner Hosmer become effective.

2. Examiner's report proposes increases applicable within New England of 7.5%; those applicable between New England and Trunk Line Territory, 16%; and those applicable between New England and Central Freight Association Territory, 15%. Our review shows proposed increase as high as 46% between Connecticut and points in Trunk Line Territory and Central Freight Association Territory.

3. Increases of rates have not been justified since neither the joint petition of the carriers nor the Commission's order instituting the investigation conveyed notice to anyone of a contemplated general increase of the class rates involved in this proceeding. Since we are uninformed of such allegations that the rates to or from Connecticut are in violation of Section 2, 3 or 4 of the Act, we are unable to defend ourselves, and therefore under these circumstances claim full protection under Section 15 (7) of the Act. The review of the evidence of record, as presented in the Examiner's report indicates a total absence of support for a general increase in rates to and from Connecticut points.

4. The base of the recommended rates is too high and therefore the recommended scale of rates is too high. By means of an exhibit using the New York-Chicago rates as a key rate basis the rates proposed by the Trunk Lines, the New England Lines and the Examiner's report were shown to be very much higher than at present. Evidence set forth to substantiate the Association's claim that the New York-Chicago rate basis produced excessive rates, showed that the New York-Chicago class rates included compensation of the carriers for performance of expensive lighterage and car float service which was not the case attending on the transportation of freight to

and from Connecticut through Maybrook or Springfield gateways.

The testimony of Witness Price, Rec. 12324, showed that many of the recommended rates are higher than the Anderson Scale Rates for similar distances. Additional evidence indicating mileage scale of rates is excessive is reproduced in appendix F of the brief.

5. The Anderson Scale of Class Rates is too high for application to railroad transportation service performed largely outside of New England. The evidence in support of this statement is largely based upon the fact that many of the proposed rates are higher than in the Anderson scale of class rates, and that this scale is even too high for present conditions since it was put into effect by the Commission during the war period when operating expenses of the New England lines were unusually high, and when the ill effects of unfavorable investments were most noticeable.

6. The rates to and from Connecticut are not unduly low. The substance of the evidence brought forth

under this caption shows that the Anderson scale of mileage class rates and broad rate groups such as are being used in Connecticut are not harmonious and when applied on a point to point plan from Hartford, Connecticut, to points in the Trunk Line Territory the "hold-ups" or the inflated fifth class rates are more numerous than the so-called "hold-downs" which the Examiner expressed in his conclusions.

7. The New Haven Railroad Company does not need another general increase of its freight rates. Statistics brought forth showed that the New Haven Railroad Company now profiting from rate increases effective prior to 1922 together with the guiding hand of efficient management earned 5.6% on its investment in 1927 and 6.4% in 1928. These figures indicate that it has been advanced into the recapture class based on the book valuation figures. It is therefore evident that it is not

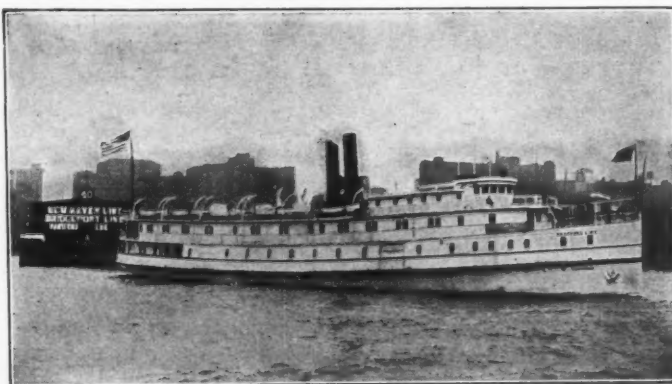
in need of another general increase of its freight rates at the present time.

8. Freight traffic to and from Connecticut has been sufficiently burdened by rate increases imposed prior to this investigation. In order to show freight rate increases which New England manufacturers have been subjected to since 1914 a table was submitted by Witness Atwater, Exhibit 1059, Rec. 12339, which shows:

(a) The percentage increase of present class rates over the class rates in force during the year 1914;

(b) The percentage increase over the class rates in force in 1914 that would result from establishment of the class rates recommended in the Examiner's report.

Witnesses Atwater, Price, Chabot, Card and Richardson brought forth undisputed evidence to the fact that Connecticut's industries and their products would be subjected to the full measure of the recommended increases, if approved by the Commission since Connecticut



The Hartford Boat Line steamer "Hartford" nearing the New York Dock at Pier 40

has the benefit of a relatively small number of commodity rates and classification exceptions as compared to the industrial products of the Trunk Line Association Territory and the Central Freight Association Territory who have the benefit of a large number of commodity rates and classification exceptions.

Summarizing, from the testimony of the chairman of the rate committee of the Association, Mr. Atwater, Rec. 12342, "—if the increases proposed in those three cases (Southeastern, Consolidated Southwestern, and the Eastern Class Rate) are put in force they will increase rates on 80% of the out-bound products of Connecticut's manufacturing industries. — We are confronted with a general increase of rates to practically all points east of the Missouri river and south of the Canadian boundary. — I am confident that it will be utterly impossible for Eastern manufacturers where competition exists in the Middle

West to sell their products in the territory affected by these interests if such rates as are now proposed become effective."

In Conclusion

If the recommended mileage scale of rates is approved by the Commission, Connecticut will be confronted with the maximum that can arise from the mileage theory plus the existing maximum based on what the traffic will bear.

New Truck License Ruling

All trucks used in transporting employes to and from places of employment should be operated under the combination registrations which are issued for vehicles doing freight and passenger business, under interpretation of the statutes made by the State Motor Vehicle Department. This opinion mainly affects commercial vehicles in the service of transporting tobacco plantation workers. Warning and advice on overloading and common sense safety rules based on the capacity of the vehicles has been given to all truck owners. Particularly, the warning stresses the importance of forbidding passengers to ride on the running board or hood or anywhere except in the body of the vehicle or on its seats.

In registering vehicles the Department defined a public service motor vehicle as one which carries passengers for hire, and where this element of compensation is not present that such vehicles are not public service vehicles. If, however, this element is present even through some round about method the vehicles so used are considered public service vehicles.

The opinion on the use of a combination marker for vehicles carrying employes follows a decision by Judge Edward M. Yeomans of the Superior Court. He found that for vehicles doing such a business it is necessary to have a combination registration, which is issued as a matter of course in connection with all motor vehicles where the vehicle does both passenger and freight business.

Hartford Boat Line Adds New Service

Starting on Sunday, June 16th, the Hartford Boat Line inaugurated the seven-day passenger service which speaks well for the patronage thus far enjoyed by the line, and is an indicator of what may be expected by way of new innovations. Boats now leave Hartford and New York at five o'clock Saturday night and at six o'clock Sunday night, allowing one additional hour for passengers to transact business or re-

main at their favorite haunts of pleasure. Limited facilities are available for the transportation of passenger automobiles to or from all boat landings or direct to New York and Hartford. For instance, a party wishing to escape the sultry heat of a summer evening may drive their car on the boat at Hartford, Glastonbury or Middletown and enjoy the cool breezes while floating lazily by the matchless beauty of Haddam hills. At Essex or Saybrook at 10:30 or 11:30 they may disembark and after an hour's refreshing spin be again at their own front door. Again the busy executive, business man or salesman who wishes to use his car at the end of his journey may take it along and enjoy a refreshing overnight trip to New York or Hartford, thus avoiding the congestion of city approaches.

An excursion rate of 50¢ round trip from Hartford to Middletown via Hartford Boat Line and the Connecticut Company trolley is effective on and after July 1. This arrangement will afford an excellent and inexpensive means for business and social groups to hold meetings under the most ideal conditions.

New Britain Traffic Bureau Entertains Pennsylvania Executives

The Traffic Bureau of the New Britain Chamber of Commerce held their annual Pennsylvania Railroad Day, with a luncheon and celebration at the Shuttle Meadow Club, New Britain, on Friday, June 7. George T. Kimball, president of the American Hardware Corporation, was toastmaster of the occasion. The speakers were Mr. W. W. Atterbury, president of the Pennsylvania Railroad, and Mr. Elisha Lee, vice president of the Pennsylvania Railroad, who, as true believers of the adage "Brevity is the soul of wit," expressed their pleasure over the privilege of attending the festivities and urged the guests to take full advantage of the recreational opportunities afforded by the club. Many other Pennsylvania Railroad officials, New Haven Railroad officials and other prominent traffic men in this section were among the many guests who enjoyed the hospitality of the New Britain Chamber of Commerce Traffic Bureau. Some of the guests indulged in a game of golf while others preferred the tennis courts and the good fellowship of the card tables. The success of this event was mainly due to the untiring efforts of J. F. Atwater, Manager of Transportation of the American Hardware Corporation.

A Water Cure For Sand Cores

By E. B. BLANCHARD,

Assistant Sales Manager, The Bullard Company

"LET 'er go" — the same yip-yip kind of a yell that had pierced the alkali dust and sage brush of the cow country and had echoed from the gold hills of Nevada broke loose in a factory yard at Bridgeport. An old "wash-man" had wandered far from his water guns of hydraulic gold mining and was turning his ideas to foundry use. He had rigged up a small monitor nozzle on a high pressure line to prove he could clean castings by washing out the core sand.

As he yelled, a valve was swung wide open and a hissing stream with two hundred pounds pressure behind it shot through the nozzle. He directed the stream at a secondary case casting lying on the ground about twelve feet in front of him. The observers at a safe distance saw the stream hit the black hard-baked core inside the case and a sheet of black sand and water fanned out into the air. In ten minutes the inside of the case was clean as a whistle, — a job that had ordinarily taken forty minutes by hand pick.

A year before he had been seated on the pier in Atlantic City with the chief engineer, the general superintendent and the sales manager of The Bullard Company — "There's a heap of power in them waves if anybody knows how to harness it" — he remarked in observation of the breakers rolling onto the beach beside the pier.

This, by way of opening conversation on a pet subject; "Still nursing your bug on hydraulics, Frank," inquired Mr. Bullard. "Ya-as. Give him a big enough puddle and he'd float the world," jibed the sales Manager with mock-Archimedean philosophy. "Listen, Mister," said the old miner thoroughly roused; "you-all don't appreciate exactly what water can do when it's properly directed. Some thirty years ago after the placers had quit workin' the hill

The Bullard Company of Bridgeport, Connecticut, are manufacturers of Multi-purpose Machine Tools. Tributes to the quality of their accomplishments are to be found in the high production records and cost analyses of hundreds of the nation's largest and most progressive manufacturing plants.

just outside Little Hope, we turned the hose on the scrap piles and worked right up toward the town with plenty of pressure behind us and washed the whole hill down into the gully. Say, there was one old graveyard there we cleaned out in six hours that had taken 'em sixty years to fill. Cube yards ain't nothin' to a monitor if ya got enough volume

and plenty a pressure but ya do need the pressure; a stream a water gets pretty stiff with enough head back of it — why I seen the day I could balance a two-ton pebble on the end of a five-eighths stream," and he sat back to light his pipe and let the heavy weight of his words bore home.

The experiment in the foundry yards followed a few weeks later, as much a good natured concession to the old timer's whim as with any idea of success.

The results, therefore, came as quite a surprise to the officials of the company and with a view toward reducing the casting cleaning cost and eliminating a very dirty and disagreeable job from the process, they endorsed a further development of the idea, — how to handle the water efficiently and to direct it in jet or heavy streams to the best advantage, — disposal of the waste that had washed out and how to house the process without any element of danger to the operators.

It was first discovered that the pump used for the original experiment with 200 pounds pressure had been just about wrecked on the job and heavier pumps were required. A greater volume, too, and a rather excessive amount of power as power was considered a few years ago.

Frank Smith, for that was his real name, passed on with an acute attack of appendicitis before his idea was completely developed and commercialized but sufficient progress in all

phases had been made to assure its ultimate success. A year ago, it was finally perfected and installed by The Bullard Company in their foundry with complete success and remarkable results now evident. A four-ton casting with about 34 cubic feet of internal cored space having only two or three sizeable openings to the outside required thirty-five to forty hours of dusty labor picking with hand tools to remove the core. Last week this job was done in two hours but the modern set-up employs thoroughly modern ideas of power and pressure.

To a considerable extent, the old miner was right. Water pressure now used is four hundred and twenty-five pounds per square inch and two seven-eighths inch heavy nozzle properly directed, fire their streams at the castings set on a turn table enclosed within a concrete vault. There's 180 horse power of electrical energy back of those streams and the volume of water runs 450 gallons a minute per nozzle.

The reduction in time from the old method to the new averages about four to one on the average run of work. Some of the difficult jobs show considerably greater saving but one-quarter the time, the elimination of a dusty, disagreeable atmosphere for the workmen and better net results in the finished clean casting is well worth the effort.

In actual cost, the substitution of electrical horse power for man power shows a net gain of about thirty-five per cent in dollars and cents, or on a tonnage basis in run of foundry castings, about \$6.00 per ton.

Patentable? No, not particularly; simply an accumulation of old and used ideas worked out to better advantage for industrial progress and the improvement of working conditions. Another typical Bullard achievement.

TAKING THE GUESSWORK OUT OF HIRING OFFICE HELP

(Continued from page 10)

I have used this test several times and it has never failed me, nor has it failed to select an excellent applicant for several of my acquaintances. If others can likewise by its use avoid the very irritating experience of the few days' trial period with its well known harrowing experiences and substitute therefor the feeling of satisfaction attendant upon the knowledge of having surely hired a capable applicant, this article will have served its purpose.

To be sure, it requires a little extra time

but it is well spent in knowing that when one is able to say "The place is yours," he will then be able to dismiss the problem entirely from his mind and it will not have to be repeated next week and the week after.

INDUSTRIAL BRIEFS

(Continued from page 23)

gauze bleachery in addition to a volume of business almost equal to its own. For the present there will be few manufacturing changes, but ultimately certain operations will be concentrated in Bridgeport and others in Versailles.

The Comfort Powder Company was organized in 1888 by Dr. Sykes of Hartford, Connecticut, although prior to this time the well known Sykes Comfort Powder had been put up under a doctor's prescription. Later this business was purchased by Boston interests and moved to that city. The Bay Company now purchases, in addition to the other assets, all formulas, trade-marks and good will of the nationally known Sykes Comfort Powder.

FUTURE AIR LEADERSHIP?

(Continued from page 7)

vantages of the West and South, have decided in favor of the latter. If the advertising being done by such cities as Baltimore, Dallas, Kansas City, Oakland, Los Angeles, Detroit, Seattle and Wichita is not yielding direct profits in additional aviation industries, it is at least indicative of the right attitude toward them. It is the hope of every aviation enthusiast in the state that chambers of commerce will not be content to leave their latch string out, but will aggressively go forth from their own state, if necessary, to sell Connecticut's advantages to airplane manufacturers.

It is a settled fact that the contest for air leadership is here. That Connecticut holds advantages of capable leadership, skilled labor and nearness to export markets is evident. That several competing states are more openly displaying their advantages, many observers can testify. That the rapid merging of many of the most prominent industries will in a large measure determine the future industrial map of the air within the next two years, is sound logic. That Connecticut may occupy a prominent position on this map is conceded by those who know the facts and have an old-fashioned faith in Yankee ingenuity and leadership.



It must come as a distinct shock to Connecticut manufacturers to learn that despite the widely heralded fact that United States exports are increasing at an unprecedented rate, exports from Connecticut *actually decreased* in 1928 by 2%.

Had United States exports as a whole decreased proportionally this news would have been startling enough, but in view of the national increase of 5% it would seem to indicate that not only did Connecticut lose ground but that some other state or states have more than absorbed the loss. Regardless of underlying causes, it is apparent that the Association's efforts to promote foreign trade through advertising and export service inaugurated in January, 1929, proved timely and that if Connecticut is to retain the foothold in the foreign market which it has earned with the aid of its proximity to the world's largest harbor and its heritage of experience, the efforts of its manufacturers must be redoubled during the present year.

Much depends upon the manufacturer who is making an exportable product, but who in the past has confined his sales efforts to the domestic market, while his competitors in other sections of the country have been getting their share of foreign as well as domestic business. Exports of merchandise from Connecticut were valued at \$47,796,768 during 1928 compared with \$48,900,735 in the preceding year, a decrease of \$1,103,967. For the United States as a whole exports during 1928 were valued at \$5,128,356,000 as compared with \$4,865,375,000 for 1927, a gain of \$262,981,000.

Typewriters ranked first in order of value among the commodities sent from Connecticut to foreign markets during the year and were valued at \$3,286,912 compared with \$5,414,097 for 1927.

Other leading exports with comparative values for 1927 when available were metal-working machinery, \$2,189,368 and \$2,014,-

115; ammunition, \$2,038,299; rubber tires, \$2,022,191 and \$2,372,805; brass and bronze manufactures, \$1,733,599 and \$1,791,178; rubber footwear, \$1,360,175 and \$1,413,836; mechanics' and other hand tools, \$1,202,743; sewing machines for factory or industrial use, \$1,120,424; copper and manufactures of copper, \$999,530; ball and roller bearings and parts, \$924,478 and \$913,920; sockets, receptacles and lighting switches, \$877,403 and \$784,208; cutlery, \$867,087 and \$723,859; and batteries, \$803,325.

Clocks, rifles, revolvers and pistols, musical instruments, dental creams, cosmetics, soaps, primers and fuses, medicinal and pharmaceutical preparations, cycles, domestic heating and cooking devices, flashlights, printing machinery, chains, needles, locks, axes, nails and bolts,

wire, iron and steel tubular products and fittings, paper and manufactures, textiles, tobacco, and foodstuffs were included among the diversified commodities exported from Connecticut in 1928.

Exports from the six New England states were valued at \$204,463,352 during 1928 compared with \$197,392,406 in 1927, an increase of \$7,070,946. Connecticut ranked second as an exporter from this section, being topped by only Massachusetts and followed by Rhode Island, New Hampshire, Maine and Vermont.

The first ten states in order of value of exports during the twelve months of last year were New York with exports valued at \$861,578,924; Texas, \$817,002,082; Michigan, \$367,253,146; California, \$345,436,658; Pennsylvania, \$292,087,241; Louisiana, \$235,467,286; New Jersey, \$221,530,869; Illinois, \$206,355,671; Ohio, \$196,518,388; and Virginia, \$142,504,115.

Thirty-two of the states and territories of the United States increased the value of their exports over 1927. Texas registered the greatest increase, \$169,975,941, followed by New York which showed a gain of \$91,812,028;

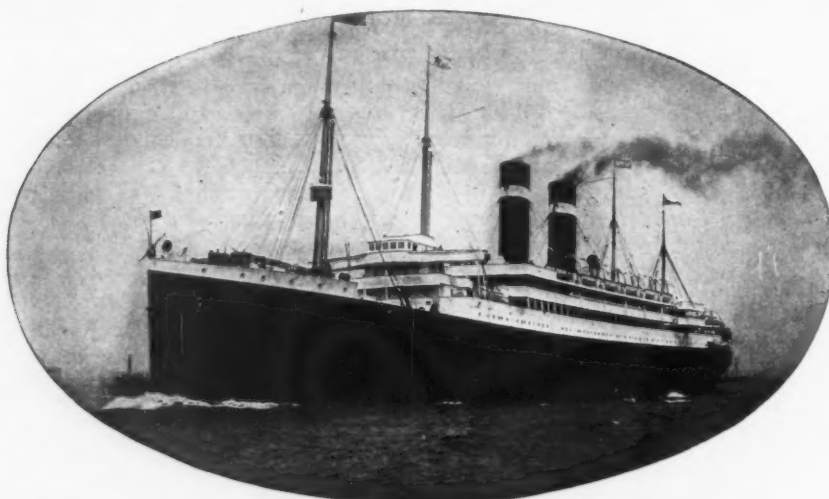
A Startling Disclosure!

U. S. exports increase 5%; Connecticut exports decrease 2% in 1928.

Michigan, \$40,373,562; California, \$35,891,912; Washington, \$13,991,692; Wisconsin, \$10,759,541; Ohio, \$10,426,843; North Carolina, \$8,204,853; Massachusetts, \$6,756,652; Louisiana, \$6,162,324; Tennessee, \$6,117,498; Virginia, \$6,087,374; Arizona, \$5,385,930; Oklahoma, \$3,023,418; Iowa, \$1,940,764; Kansas, \$1,638,988; Pennsylvania, \$1,589,267; Arkansas, \$1,140,557; and New Mexico, \$1,067,206. Other states to show in-

ality. His style is so fascinating in its simplicity and sustained interest that his book may easily be read with the zest of a popular novel.

The novice, the younger exporter or the seasoned foreign trade employe should find equal pleasure and profit in reading this delightful panorama of world trade conditions. No matter how dark the outlook may be, Dr. Klein never yields in his faith that American



The Red Star Line S. S. "Lapland" which will sail from New York January 7, 1930, on a world Industrial Cruise covering 39,000 miles and calling at 37 ports in 27 foreign countries

creases were Florida, Rhode Island, New Hampshire, Montana, South Dakota, Delaware, Vermont, Hawaii, Colorado, Idaho, North Dakota, Alaska and Washington, D. C.

O. P. Hopkins, Acting Director of the Bureau of Foreign and Domestic Commerce, under whose supervision the figures were compiled, calls attention to the fact that the figures are based primarily on through bills-of-lading, and, therefore, in case of some states they reflect but a part of the total foreign trade and for others include goods produced elsewhere.

Dr. Klein Scores Again

Following closely after the announcement of Dr. Klein's promotion to the Assistant Secretary of Commerce he releases a new book under the romantic title of "Frontiers of Trade." Those who have had the pleasure of hearing Dr. Klein speak on the platform or over the radio need no introduction to his easy, entertaining and instructive style of discourse. His book, "Frontiers of Trade" bears that same engaging impress of his person-

quality and American methods will ultimately triumph in the world markets.

The introductory chapter, "Commerce & Civilization" transcends the skill of many professional writers in its swift portrayal of the stupid notions of European nobility and the development of commerce from the days of the Roman Empire to the present age of stockholding employes. After discussing the basis of modern international trade rivalry Dr. Klein deals with the dramatic decade of the war and its aftermath, and the new problems and rearrangements conditioned thereon. He also reviews trade barriers and raw material "controls" in a manner unbiased by any solicitude for American methods.

"A Century of Our Commerce" is a chapter which every American business man could profit from reading. Economic history in the making is depicted in the chapters dealing with European recovery, American farm exports, American investments abroad and our international cash transactions.

Other chapters deal with precision methods, and the intelligent use of facts in foreign trading, and what the Bureau has done to assist manufacturers and tradesmen in this respect.

In closing Dr. Klein deals intimately with the international trade problems in which we come in contact with Italy, Germany, Great Britain, France and Argentina. Without making any startling discoveries or promulgating a host of theories in foreign trade, this book presents a most engrossing recital of vital facts concerning international commerce from the American point of view. It should be read and re-read by everyone engaged, even remotely, in the business of foreign trade. It should be included in the library of every foreign trade club, foreign trading corporation, and should be found on the desks of all export managers. President Hoover in a brief preface to the book, written while on his good will trip to Latin America expresses his own tribute and that of the entire foreign trade community concerning the author, Dr. Julius Klein.

Sales Territories in Australia and New Zealand

A compact pamphlet of 21 pages has just been issued by the Bureau of Foreign and Domestic Commerce entitled "Sales Territories in Australia and New Zealand" by Trade Commissioner E. C. Squire at Sydney, Australia. It contains two maps, one showing the relative density of population; the other, railroads and telegraph lines.

Among the important facts disclosed is that in some instances it is cheaper to ship from New York to Perth or Adelaide than from Brisbane or Sydney to Adelaide or Perth; an important consideration in the distribution of bulky goods in Australia. This condition is caused by the fact that each state has a different railway gage from the state adjacent, necessitating complete reloading of cars at state lines.

The following subjects discussed in this pamphlet will give an indication of its comprehensive nature:

Australia

Population and Governmental Policies, Climate, Health Conditions, Hotels and Cost of Living, Travel Facilities, Geographic Features, Sydney, Canberra, Melbourne, Brisbane, Adelaide, Perth, Hobart, Banks, Commercial Travelers' Association, Sales Territories in Australia, Office Operating Costs, Australia in Tabloid,

New Zealand

Characteristics, Selection of Route, British Population Predominates, Trading Centers, Placing Agencies, Hotel Accommodations, New Zealand Bank Facilities, Cost of Living, Seasons, New Zealand in Tabloid.

Copies may be secured without charge from any district or cooperative office, including the Hartford Office located in the Association's headquarters.

Trade Inquiries to Argentina

The official trade delegate of the Argentine Chamber of Commerce has offered to publish without charge in the Chamber's monthly magazine, trade inquiries from members of the Association. The magazine is in Spanish and is understood to have a wide commercial circulation in Argentina. The delegate's name and New York address is Elias M. Sarvia, P. O. Box 284, City Hall Station, New York City.

A Word of Thanks

The Association takes this opportunity to thank its members, collectively and individually, for their excellent cooperation in furnishing confidential information on their export status. Except for the replies of a very few members the foreign trade survey begun in April is now complete. The information is tabulated and indexed and the Foreign Trade Dept. is ready to receive and handle promptly another influx of trade inquiries from its second full-page advertisement in the *American Exporter*, this time to appear in the French as well as the English and Spanish editions of the August number, reaching a new quarter of the globe, the French speaking countries.

LEO F. CAPRONI & CO.

ENGINEERS AND CONSTRUCTORS

1050 CHAPEL STREET

NEW HAVEN, CONNECTICUT

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Design and Construction
of Industrial Buildings
Warehouses, Storage Buildings*

*Garages, Aircraft Hangers,
Oil Stations, Railroad Buildings,
Machine Shops, and
Stone Working Plants.*

New Members Who Have Joined the Association Since January, 1929

The Pratt and Whitney Company, Hartford.
Wright Manufacturing Company, New Haven.

Beardsley & Wolcott Manufacturing Company, Waterbury.

Norma-Hoffmann Bearings Corporation, Stamford.

Connecticut Valley Manufacturing Company, Centerbrook.

The Mason Silk Company, Winsted.

Philip Barnet & Brother, Bethel.

Spencer Turbine Company, Hartford.

The Wallingford Steel Company, Wallingford.

American Tube Bending Company, New Haven.

The Stevens Paper Mills, Incorporated, Windsor.

Winsted Insulated Wire Company, Winsted.

The Glasgo Finishing Company, Glasgo.

G. F. Heublein & Brothers, Hartford.

Universal Gear Shift Corporation, New Haven.

West Haven Buckle Company, West Haven.

The Atlas-Ansonia Company, New Haven.

The Taylor Atkins Paper Company.

Howard C. Brown Estate, East Hampton.

The Mohawk Manufacturing Company, Middletown.

Jordan Mills, Incorporated, Waterford.

The United States Aluminum Company, Fairfield.

Strongman-Perkins Corporation, Putnam.

Bacon Banjo Company, Groton.

With Our Advertisers

Rapid expansion of sales of Minneapolis-Honeywell Regulator Company products has necessitated a building program which will increase the size of the company's main factory at Minneapolis almost 50 per cent, it is announced by H. W. Sweatt, vice president and general manager. The present plant is operating 24 hours a day, a night shift having been added April 1. The three plants of the company at Wabash, Indiana, are also working at full capacity and plant additions are planned there. Forty-four years ago all the plant needed to make heat regulators was a little one-story frame house. Since that time the company has been forced to expand its quarters twelve times.



A young fellow named Goldstein got a job as conductor on the Spring Street trolley line, which averages \$9 to \$10 a day in fares.

After two trips, Goldstein turned in to the superintendent \$19.85. The superintendent looked at Goldstein and said: "You are a wonder, Goldstein, how in the world did you do it?"

"Boss, I'll tell you," said Goldstein, "business was bad on Spring Street, so I took the car up Broadway."

Two spinsters of uncertain age were exchanging confidences. One said:

"My dear, which would you prefer in a husband, wealth, position or appearance?"

"Oh, appearance by all means, and I want him to appear pretty soon, too."

The archbishop had preached a splendid sermon on the beauties and joys of married life. Two old Bridgets waddled slowly out at the close of the service.

"Ah, 'twas a fine sermon his riv-rince was after tellin' us."

"Indeed it was. An' I wish I knew as little about it as he does."

A group of traveling men were swapping lies about their radios in a Smith Center drug store. An old man had been listening silently.

"Got a radio, old man?" asked one of the drummers.

"Yeah," replied the old fellow. "I got a little two-tube affair. It's a pretty good one, though."

"Can you tune out these little stations with it?"

"Well, I was listening to a quartet the other night, an' I didn't like the tenor, so I just tuned him out and listened to the three of 'em."

A retail dealer in leather goods wrote to a firm in Massachusetts, ordering a carload of merchandise. The firm wired: "Cannot ship your order until the last consignment is paid for."

The dealer telegraphed: "Unable to wait so long. Cancel the order."

TAXATION DEPARTMENT



MR. NICK

Deductibility in Federal Income Tax Returns of Gasoline Tax Paid the State of Connecticut

The following ruling has recently been promulgated by the Income Tax Unit of the Treasury Department under the provisions of the Revenue Act of 1928:

The gasoline tax imposed by the State of Connecticut under the provisions of section 4 of the Act of 1925, as amended, is imposed upon the distributor. The tax so paid by a distributor is deductible as a tax for income tax purposes by the distributor who pays it, and not by the purchaser. If it is added to or made a part of the business expense of such distributor, it cannot be deducted separately as a tax.

If the tax is imposed on, and paid by, the purchaser under the provisions of section 5 of the Act of 1925, as amended, it is deductible for income tax purposes by the purchaser who pays it directly to the State, and not by the distributor. If it is made a part of the business expense of such purchaser, it can not be deducted separately as a tax.

Tax in question is imposed by Chapter 145 of the Connecticut Public Acts of 1925, as amended by Chapter 62 of the Public Acts of Connecticut of 1927, entitled "An act providing for a tax upon gasoline and other products used in the propelling of motor vehicles."

Section 4 of the Act provides in part as follows:

* * * On or before the first day of the calendar month succeeding the filing of such report, each distributor shall pay to the Treasurer of the State a tax of 2 cents upon each gallon of such fuels sold or used in this State during the preceding calendar month, provided all fuels sold to any retailer for

resale or use for motor boats shall be exempt from the payment of such tax upon satisfactory evidence to the Commissioner of motor vehicles that all such fuels are intended for and will be used only for the propelling of motor boats. On or before the first day of each calendar month, the Commissioner of motor vehicles shall transmit to the Treasurer of the State such information as shall show all taxes due from each distributor under the provisions of this Act.

Section 5 of the Act contains the following provision:

Any distributor who shall contract to make any distribution of fuels to any person, firm or corporation, to be used commercially or for the purpose of manufacture, may apply to the Commissioner of motor vehicles for a permit to make such sale without tax, on a form provided by the Commissioner for such purpose. * * * If any portion or the whole of such fuels so purchased shall be taxable under the provisions of this act, the purchaser shall be charged with the tax provided for in this Act and shall pay the same in accordance with the provisions hereof.

"General Sales or Turnover Taxation" is the subject of a forthcoming report by the National Industrial Conference Board. The report will discuss the many variations of taxes coming under this heading from the social, economic and administrative aspect.

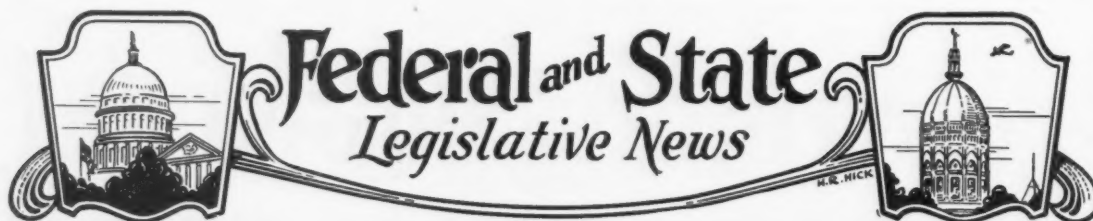
A series of articles on the "Operation of the Sales Tax in West Virginia," published originally in the *Greenville News Daily* from December 29, 1927, through January 9, 1928, have been collected in a brochure and distributed by the National Industrial Council.



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Federal and State Legislative News

The Farm Bill has finally been passed in Conference, minus the debenture clause, and signed by the President. It is expected that President Hoover will have nominated the members of the Federal Farm Bureau by the time this issue is off the press. However, the confirmation of these nominations by the Senate may be subject to considerable controversy before final approval. Then comes the appointment of an advisory counsel on wheat, which will likely take the better part of two months. Even though the machinery of farm relief is not functioning smoothly for some months to come, the knowledge that President Hoover is working toward that end should have a stimulating effect on the price of wheat in the near future.

Although there has been an undercurrent of feeling in Congress that something should be done to curb wild speculation it appears that Congress is more conservative than was the general opinion since there has been nothing but talk about plans for curbing short-term speculation by means of a tax or any semblance of legislative action to strengthen the power of the Federal Reserve Board. The wheat and stock markets have been especially sensitive to varying statements coming from influential Senators with reference to proposed legislation. There is little likelihood of any legislation being passed which will have any permanent effect on the stock market transactions within the next year.

President Hoover is not dominating Congress with respect to Tariff Revisions, since he has not desired any wholesale change in rates which has already been accomplished — and the end is not yet in sight. Many business groups are of the opinion that if business should drop off it will be on account of over-expansion and over-production rather than as a direct result of tariff manipulation.

Indications point to the elimination of the House sugar tariff rate in favor of some sort

of a sliding scale yet to be decided upon. Nothing tentative has been developed along this line which can be used even as a basis of speculation.

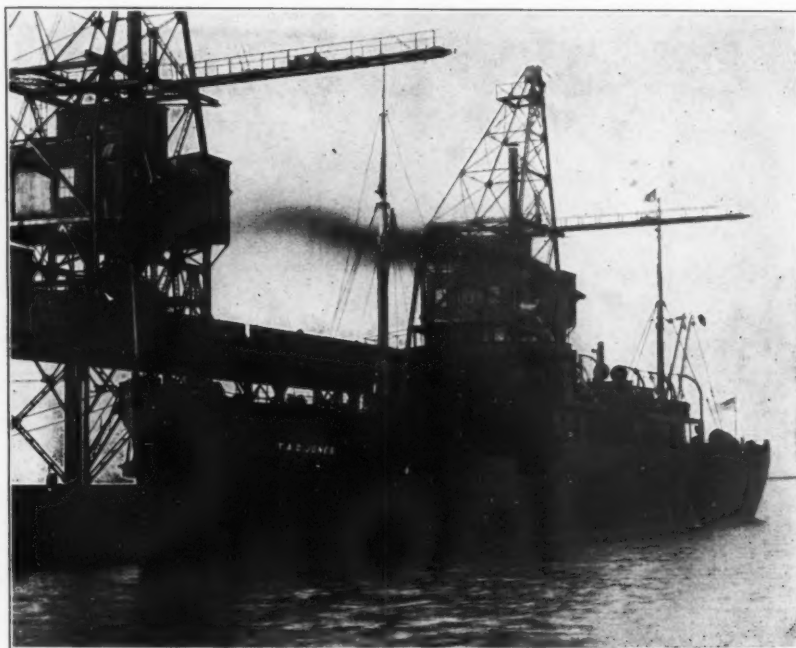
Senator Bingham is chairman of the subcommittees on cotton and wool tariffs. The tariff rates to be determined for these commodities are of vital importance to textile manufacturers in this state. P. L. Gerety of Derby, representing the glove manufacturers and Horace Cheney, South Manchester, representing pile fabrics were among the first witnesses to appear before Senator Bingham's sub-committee.

The fight on inland waterways which will take up the possibility of the development of the St. Lawrence project will soon be under way. President Hoover is committed to a program of waterway development, and any opposition to this program will meet with the serious disapproval of the administration.

Senator Nye's resolution to bring about the repeal of national origin quota basis in the Immigration Act of 1924 has met with stiff opposition by a large senate group led by Senator Reed, Republican of Pennsylvania. This clause has caused no end of controversy since it was written into the Act.

A battle over the small loan bill recently vetoed by Governor Trumbull will be fought in the 1931 legislature according to reports emanating from headquarters of the Connecticut Federation of Labor. The measure provided for advertising of interest rates of small loan companies in the communities where the companies did business.

Note: S. B. 187 reported in the June issue as tabled was printed in error. The bill was passed. This bill amends an act requiring quadrennial returns of property exempt from taxation, providing for making returns of exempt real estate which is not subject to state taxation in lieu of local taxation,



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- 1—Blount 20" wet grinder.
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- 1—Lo-Hed electric hoist, 1,000 pounds capacity, 20 ft. lift, 3 phase, 60 cycle, 220 volts. Made by American Engineering Company for use on an over-head track; Model No. A-1/2, in good mechanical condition.

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- 2—4 x 6 Goulds Triplex plunger pumps, belt driven, capacity 60 gallons per minute.

Address S. E. 199.

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- 1,963 lbs. 7/16" diameter cold rolled steel 8 1/2' lengths.

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- 44. FOR RENT. Space suitable for office or light manufacturing; at reasonable price, private railroad siding; modern in every respect, heat, light and power.

- 41. FOR SALE. In Putnam, one-story factory building of wood construction, 135' long x. 45' wide, with trussed roof, ell 12' x 40'. Brick boiler house with 80 H. P. Stewart boiler and 2 electric motors 50 H. P. and 10 H. P. Machinery used for manufacture of silk and organzine. Lot 131 1/2' wide x 205' long, of triangular shape. Price \$15,000.

- 42. FOR SALE. In Stamford, field-stone and concrete factory buildings, Fenestra construction saw-tooth type roof. Main building 315' long x 60' wide, basement 175' x 60', powerhouse, frame storage house and laboratory 30' x 60' joined to main building. Spacious offices, steam heated, sprinklered throughout, completely wired for light and power. Transformer house with converter if required. Piped for compressed air with Ingersoll-Rand compressor. Approximately \$30,000 worth of drill pressers, punch pressers, lathes, milling machines, boring machines and screw machines. Full assortment of benches for manufacture and assembly. Good stock and store-room. No mortgage on plant, cash required; terms to be arranged.

- 43. FOR SALE. In Berlin on Hartford turnpike, brickyard at a reasonable price for cash.

Employment Service

This department is open to members free of charge. All copy must be in the hands of the editor by the fifteenth day of the month preceding publication.

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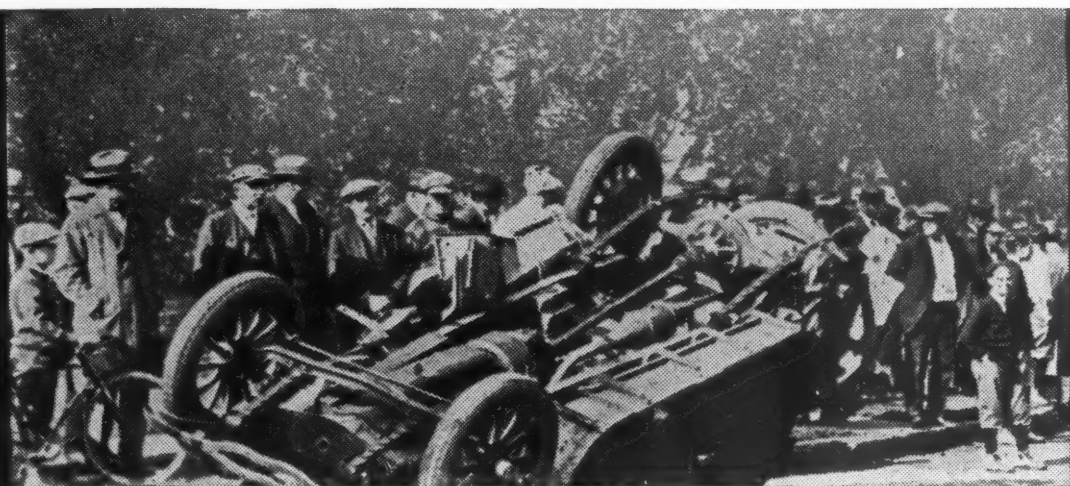
EXECUTIVE—Age 46, married. Experienced in office, selling and executive work. Mechanically inclined. Desire new business connection offering opportunity rather than large immediate salary. References. Address P. W. 408.

TRANSPORTATION EXECUTIVE—Age 37. Married. University Graduate. Experience covers, 2 years of billing, routing and rating for Railroad Company; 5 years with U. S. Government under civil service; tariff examiner with Interstate Commerce Commission and rate clerk with War Department; 11 years as industrial traffic manager. Thoroughly

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INDUSTRIAL ENGINEER—Age 33, married. Experienced in several lines in the Middlewest, desires to secure position preferably in toys, hardware or electrical equipment. Address P. W. 400.

SECRETARY AND AUDITOR—Man of exceptional education. Experienced for many years as assistant bookkeeper and cashier and as private secretary of an estate handling all transactions having to do with income, disbursements and repairs. Later served a prominent organization as traveling auditor. Is seeking position because of a recent merger. Address P. W. 401.



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